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ABSTRACT

A profile is provided of Illinois community college business centers and the activities they conducted under the fiscal year 1986 $3.5 million economic development grant allocation. First, highlights of the year's accomplishments are presented, including: (1) community colleges provided training for 852 companies through 1,400 courses, serving 29,000 employees which contributed to the creation and retention of 6,500 jobs; (2) over 34,500 potential and existing business people were served through entrepreneurship training and services which helped create and retain nearly 3,900 jobs; and (3) nearly 2,900 businesses were provided assistance in seeking federal contracts, yielding $39 million in funding. Next, background information is presented with respect to the Illinois community colleges' involvement in economic development. Subsequent sections are devoted to economic development grant use by activity; jobs created and retained with the assistance of community college economic development activities; economic development grant use by budget categories; and other funds budgeted for business center/economic development activities. Finally, the primary economic development grant activities conducted by the community colleges are discussed and results are summarized in terms of the retention and creation of jobs. The activities considered are industrial attraction, retention, and expansion; customized job training; entrepreneurship training for business owners and operators; contract procurement assistance; small business incubators; and employment, training and job search services for unemployed or underemployed persons. Tables providing statistical data related to the economic development grant activities are appended. (LAL)

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FISCAL YEAR 1986
ECONOMIC DEVELOPMENT GRANT REPORT

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FISCAL YEAR 1986 ECONOMIC DEVELOPMENT GRANT REPORT

Highlights

This report provides a profile of community college business centers and their activities conducted under the Fiscal Year 1986 $3.5 million economic development grant allocation. These funds were distributed to the 38 recipient community college districts to enable them to operate business centers and economic development offices to provide training and services to businesses and to assist with local economic development efforts. The economic development grant has indeed had a significant impact on the economy of Illinois and has been a very good investment for the state, as can be seen from the following summary of the results:

- Community colleges provided training for 852 companies through 1,400 courses, serving 29,000 employees which contributed to the creation and retention of 6,500 jobs.

- Over 34,500 potential and existing business people were served through entrepreneurship training and services which helped create and retain nearly 3,900 jobs.

- Nearly 2,900 businesses were provided assistance in seeking federal contracts, yielding $39 million in contracts which contributed to the creation and retention of over 2,200 jobs.

- Nearly 13,000 persons were provided employment training services to improve their job skills and assist them in seeking employment.

- Seventeen community colleges were involved in helping to establish or operate small business incubators which provided services to 19 businesses and were in part responsible for the creation of over 100 jobs.

- Nearly all the community college districts were involved in industrial retention, expansion, and attraction efforts which contributed to the retention of 68 firms, saving 2,000 existing jobs, and the start-up or expansion of 172 firms, creating nearly 3,000 new jobs.

Illinois Community College Board

FISCAL YEAR 1986 ECONOMIC DEVELOPMENT GRANT REPORT

REPORT: The purpose of this report is to provide a profile of community college business centers and their activities conducted under economic development grants during fiscal year 1986. The report also includes data on State Community College, which, although it does not receive a separate economic development grant, receives funding through its regular allocation for use in economic development activities.

Information contained in this report was obtained from reports submitted by each district. It is important to note that the data reflect only a portion of all job training and economic development activities conducted by Illinois public community colleges for two reasons. First, statistics were not available on all economic development grant activities at each district. Second, economic development activities funded by other sources were only minimally reflected in this report.

The cornerstone of Illinois community colleges' involvement in economic development is a network of business centers/economic development offices operated by all of Illinois' 39 districts. The primary purpose of the centers is to coordinate customized job training programs for new and existing business and industry, tailor-made to meet the businesses' specific needs. Another key activity is to provide entrepreneurship assistance to businesses through workshops, seminars, and in some cases direct consultation related to operating a business. Many community colleges regularly cooperate with other area economic development entities, such as local chambers of commerce, economic development commissions, local governments and the Department of Commerce and Community Affairs, to assist with the attraction and retention of commerce and industry.

In fiscal year 1986, the ICCB provided $3.5 million in economic development grants to the 38 recipient community college districts to enable them to operate these business centers/economic development offices to provide these business training and services and to conduct other economic development activities to help create and retain jobs. Fiscal year 1986 was the third year of economic development grant funding. While the first two years of economic development grant funding were typically start-up or expansion years for most business centers, in this past year the community college business centers proved themselves as established partners in local economic development efforts. During this year, community college economic development activities assisted in the creation and retention of 17,725 jobs, indicating that the economic development grant has indeed had a significant impact on the economy of Illinois and has been a very good investment for the state.

The primary activities conducted under economic development grants during fiscal year 1986, as shown in Table 1, were entrepreneurship training and services for small businesses comprising an average of 30.7 percent of a district's time; customized job training programs for commerce and industry accounting for an average of 27.6 percent of a district's time; and industrial retention, expansion, and attraction activities comprising 17.2 percent of a district's time. The remaining 24.5 percent of time was divided among providing contract procurement assistance to businesses, providing training and job search services to unemployed persons, assisting with small business incubators, and miscellaneous economic development activities. These data are not significantly different from the previous year. In conducting these activities, the community colleges cooperated with key economic development groups on a regular basis.

Table 1

ECONOMIC DEVELOPMENT GRANT USE BY ACTIVITY

Activities	Average Percent of Time
Coordinating Customized Job Training Programs for Business	27.6%
Coordinating Entrepreneurship Seminars and Workshops for Business Owners and Operators	17.2
Providing Individual Counseling and Management Assistance to Small Business	13.5
Providing Contract Procurement Assistance to Business	5.3
Providing Training and Job Search Services to Unemployed Persons	8.7
Conducting Industrial Retention, Expansion, and Attraction Activities	17.0
Assisting with the Establishment or Operation of a Small Business Incubator	2.1
Other	8.5

Table 2 provides information on the impact of each economic development activity in contributing to the creation and retention of jobs in the local community. This table shows that activities carried out as a result of the ICCB economic development grant funds assisted in the creation or retention of 17,725 jobs. This is a significant increase from fiscal year 1985, when community colleges assisted in the creation and retention of 9,800 jobs.

Table 2

JOBS CREATED AND RETAINED WITH ASSISTANCE OF COMMUNITY COLLEGE ECONOMIC DEVELOPMENT ACTIVITIES

Activities	Companies Assisted	Jobs Created	Jobs Retained	Total Jobs
Coordinating Customized Job Training Programs for Business	852	1,868	4,633	6,501
Coordinating Entrepreneurship Seminars and Workshops for Business Owners and Operators	339	981	532	1,513
Providing Individual Counseling and Management Assistance to Small Business	427	1,241	1,142	2,383
Providing Contract Procurement Assistance to Business	2852	115	2,142	2,257
Conducting Industrial Attraction, Retention, and Expansion Activities	240	2,946	1,999	4,945
Assisting with the Establishment or Operation of a Small Business Incubator	19	111	15	126
TOTAL	4,729	7,262	10,463	17,725

During fiscal year 1986, community college districts used an average of 72 percent of their economic development grant for personnel and the remainder on expenses related to operating a business center and conducting economic development activities. Table 3 provides information on the planned use of economic development grants by budget categories.

Table 3

ECONOMIC DEVELOPMENT GRANT USE
BY BUDGET CATEGORIES

Budget Categories	Average Percent of Funds	
	Mean	Median
Personnel	71.8	74.2
Contractual Services	6.2	2.6
Instructional Materials	2.0	0.6
Instructional Equipment	4.5	0.0
Conference/Meeting	5.0	4.9
Related Business Center Expenses	10.5	9.1

Table 4 provides information on other funds budgeted for economic development activities. The data in Table 4 show that the $3.5 million economic development grant allocation was supplemented by nearly $24 million from the community colleges in the form of revenues from training and services, state grants, donations from private business, and allocations from the regular community college budget.

Table 4

OTHER FUNDS BUDGETED FOR BUSINESS CENTER/
ECONOMIC DEVELOPMENT ACTIVITIES

Source of Additional Funds	Average		Total
	Mean	Median	
Gross Revenues from Training and Services	76,372	16,413	2,978,493
Community College Budget/ Education Fund	68,970	4,474	2,689,843
Private Sector Donations	20,523	0	800,400
Local Government Donations	1,040	0	40,550
Private Foundation Grants	3,083	0	120,250
Small Business Development Center Funds	26,839	14,033	1,046,735
Job Training Partnership Act Funds	219,234	37,003	8,550,142
High Impact Training Services (HITS) Grants	68,951	34,426	2,689,107
Industrial Training Program (ITP) Grants	10,452	0	407,622
Prairie State 2000 Authority	22,398	0	873,527
Other	90,495	0	3,529,317
AVERAGE/TOTAL	608,359	310,322	23,725,986

The results summarized in these four tables show that the grants meet their intent of enabling community colleges to operate business centers/economic development offices to provide services to business and to conduct economic development activities. Further, the results show that such efforts contribute to the creation and retention of a significant number of jobs.

The primary economic development grant activities conducted by community colleges and the resulting retention and creation of jobs are discussed in more detail below.

Industrial Attraction, Retention, and Expansion. The availability of training and skilled workers is one of the primary reasons a company stays in a community or relocates. This is particularly true for companies that are incorporating new technologies. Recognizing this, community colleges are increasingly more involved in helping companies locate, remain, or expand in their district and work regularly with their local chambers of commerce, economic development commissions, local governments, and the Illinois Department of Commerce and Community Affairs (DCCA) in this regard.

Illinois community colleges are in a unique position to participate in or lead industrial retention, expansion, and attraction efforts because they serve as the providers of job training as well as training and services to business owners and managers. Community colleges are experienced in working with both the public and private sectors, can serve as a neutral coordinating entity to bring all the parties of economic development together, and have the professional staff capacity to assist with extensive industrial development efforts at the local level.

In addition to working directly with individual industrial firms on a case-by-case basis, most Illinois community colleges cooperate in organized regional industrial retention projects, in conjunction with chambers of commerce, local development organizations, local banks, DCCA, and the local governments, to maintain and strengthen the existing industrial base.

In fiscal year 1986, community college industrial retention, expansion, and attraction activities were conducted by 38 of the 39 districts, assisting in the start-up or expansion of 172 companies and the retention of 68 companies, creating 2,946 jobs and retaining 1,999 jobs.

Customized Job Training. Thirty-eight community college districts were involved in providing customized job training for area business and industry. Customized training programs provide the business with exactly the kind of training the firm needs; whatever the subject matter, the college can design or broker a training program to fit the bill. The schedule and duration of the training are totally up to the business. Most of the customized training is conducted on-site at the company's facilities, but training also can be conducted on campus or at any off-campus site. The instructors are specially chosen depending on the company's training needs. Most frequently, instructors are expert practitioners from the field who can provide training based on actual experience.

Such training is provided under contract to train new employees and keep existing employees up-to-date and/or upgrade their skills in order to maintain or increase profitability. In many cases, training is provided in order to assist with a plant location or expansion in Illinois. Community colleges regularly assist businesses seeking funding for training through various state programs as well as through JTPA, but the vast majority of the training is paid for by the company itself.

In fiscal year 1986, community colleges provided customized training through 1,374 courses for 852 companies, serving 29,328 employees. These efforts contributed to the start-up or expansion of 149 companies, creating 1,868 jobs, and the retention of 59 companies, retaining 4,633 jobs.

Entrepreneurship Training for Business Owners and Operators. In addition to providing training for company employees, Illinois community colleges also provide extensive training for business owners and operators. Workshops and seminars are held on a variety of topics of interest to small business, such as starting and operating a small business, business applications of computers, government financing programs, etc. These seminars and workshops frequently are cosponsored with the Small Business Administration, DCCA, or a local chamber of commerce.

Community colleges also provide entrepreneurship instruction to thousands of businesses through regular course offerings. For example, courses in small business administration, business law, business finance, accounting, personnel administration, and many others are available during evening hours at most community colleges. A number of community colleges also offer entrepreneurship certificate and degree programs.

During this fiscal year, the 39 community college districts conducted 1,304 entrepreneurship workshops and seminars attended by 27,880 existing and potential small business owners and operators. These efforts resulted in the start-up or expansion of 196 companies, creating 981 jobs, and the retention of 143 companies, retaining 532 jobs. Thirty-eight districts provided individualized small business counseling and management assistance to 6,634 persons. Such personalized services helped in the start-up or expansion of 242 companies, creating 1,241 jobs, and the retention of 185 companies, retaining 1,142 jobs. Entrepreneurship training and services therefore aided a total of 766 companies and contributed to the creation and retention of 3,896 jobs.

Contract Procurement Assistance. Recognizing that government purchases represent a lucrative market for businesses, DCCA operates the Illinois Procurement Outreach Program to enlist the aid of community colleges statewide in providing procurement assistance to businesses. Rising levels of federal spending, especially for defense purposes, generate new opportunities for the creation and retention of jobs. This year alone the federal government will spend approximately $150 billion for goods and services. Providing assistance to businesses seeking federal contracts can help firms secure more federal contracts and can, therefore, have a significant impact on the state's economy.

Currently, 25 community college districts provide assistance to area business and industry in seeking state and federal contracts. Some have incorporated introductory contract procurement assistance into their other services, and yet others have implemented full-fledged programs. In fiscal year 1986, community college districts served 2,852 firms through services such as workshops, bidder list applications, bid preparations, and counseling. These

services helped obtain $39,128,572 in contracts for Illinois businesses, resulting in the start-up or expansion of 14 companies and the retention of 25 companies, creating 115 jobs and retaining 2,142 jobs.

Small Business Incubators. A relatively new area for community colleges is small business incubators -- facilities that help new businesses get on their feet, generally by providing low rent; shared business services such as secretarial, telephone, copying, and accounting services; employee training; and management assistance. The role of the community college can range anywhere from providing the employee training and management assistance to helping organize and even operate the incubator.

During this fiscal year, 8 community college districts researched the feasibility of starting an incubator, 6 were involved in helping establish an incubator, 3 provided services to an existing incubator, and 3 operated an incubator on campus. Such efforts assisted in the retention of 2 companies, retaining 15 jobs, and the start-up or expansion of 17 companies, creating 111 jobs.

Employment, Training, and Job Search Services for Unemployed or Underemployed Persons. In addition to being involved in economic development through services to businesses, Illinois community colleges regularly provide training and job search services for persons seeking employment. A portion of such activities is funded with economic development grant funds. Thirty-three community college districts used economic development grant funds in this manner, conducting 84 workshops attended by 1,186 persons, conducting 242 courses attended by 3,217 persons, and providing counseling and placement assistance to 8,233 persons.

Illinois community colleges also are heavily involved in job training under the Job Training Partnership Act (JTPA). Through the various JTPA programs, community colleges are able to conduct a wide variety of training for economically disadvantaged individuals and dislocated workers to assist them in obtaining skills for employment and to assist business and industry in obtaining skilled employees to allow them to expand or locate in Illinois. Illinois community colleges are involved in the JTPA administrative system as well. Community college representatives serve on private industry councils and the state Job Training Coordinating Council, and 5 of the 26 SDAs and 15 of the 19 dislocated worker centers in the state are administered by community colleges.

Conclusion. The economic development grant has indeed had a significant impact on the economy of Illinois and has been a very good investment for the state, as can be seen from the following summary of how community colleges helped create and retain 17,725 jobs:

- Community colleges provided training for 852 companies through 1,400 courses, serving 29,000 employees which contributed to the creation and retention of 6,500 jobs.

- Over 34,500 potential and existing business people were served through entrepreneurship training and services which helped create and retain nearly 3,900 jobs.

- Nearly 2,900 businesses were provided assistance in seeking federal contracts, yielding $39 million in contracts which contributed to the creation and retention of over 2,200 jobs.

- Nearly 13,000 persons were provided employment training services to improve their job skills and assist them in seeking employment.

- Seventeen community colleges were involved in helping to establish or operate small business incubators which provided services to 19 businesses and were in part responsible for the creation of over 100 jobs.

- Nearly all the community college districts were involved in industrial retention, expansion, and attraction efforts which contributed to the retention of 68 firms, saving 2,000 existing jobs, and the start-up or expansion of 172 firms, creating nearly 3,000 new jobs.

APPENDIX

Table 5

INDUSTRIAL ATTRACTION, RETENTION, AND EXPANSION ACTIVITIES

District/ College Name	Used EDG Funds to Conduct	Companies Started or Expanded	Jobs Created in These Companies	Companies Retained	Jobs Retained in These Companies
Belleville	x	1	50	--	--
Black Hawk	x				
Quad	x	--	--	--	--
East	x	--	--	1	50
Chicago	x				
City Wide	x	--	--	--	--
Daley	x	--	--	--	--
Kennedy-King	x	9	84	4	27
Loop	--	--	--	--	--
Malcolm X	x	--	--	1	45
Olive-Harvey	x	--	--	--	--
Truman	--	--	--	--	--
Wright	x	32	41	7	36
Danville	x	--	--	--	--
DuPage	x	4	15	2	75
Elgin	x	8	468	1	138
Harper	x	--	--	--	--
Highland	x	1	50	--	--
Illinois Central	x	2	150	4	275
Illinois Eastern	x	1	--	25	--
Illinois Valley	x	--	--	--	--
Joliet	x	1	55	--	--
Kankakee	x	--	--	--	--
Kaskaskia	x	--	--	--	--
Kishwaukee	x	4	110	1	65
Lake County	x	10	148	2	262
Lake Land	x	11	436	--	94
Lewis & Clark	x	1	20	--	--
Lincoln Land	x	10	15	8	12
Logan	x	--	--	--	--
McHenry	x	9	257	--	213
Moraine Valley	x	--	--	--	--
Morton	x	2	67	1	150
Oakton	x	--	--	--	--
Parkland	x	40	400	--	--
Prairie State	x	--	--	--	--
Rend Lake	x	1	170	--	--
Richland	x	--	--	--	--
Rock Valley	x	--	--	--	--
Carl Sandburg	x	--	--	--	--
Sauk Valley	x	--	--	1	55
Shawnee	x	7	60	2	15
Southeastern	x	2	145	1	37
Spoon River	x	--	--	--	--
State	x	10	10	--	--
Thornton	--	--	--	--	--
Triton	x	4	150	7	450
Waubonsee	x	2	45	--	--
John Wood	x	--	--	--	--
District Totals	38	172	2,946	68	1,999
Mean		4.4	75.5	1.7	51.3
Median		--	--	--	--
FY85 Totals	33	76	3,298	12	683

Table 6

CUSTOMIZED JOB TRAINING PROGRAMS FOR BUSINESS

District/ College/Name	Used EDG Funds to Coordinate	Companies Served	Courses Provided	Employees Trained	Companies Started or Expanded	Jobs Created in These Companies	Companies Retained	Jobs Retained in These Companies
Belleville	x	10	24	280	--	--	4	52
Black Hawk	x							
Quad	x	6	8	861	4	602	1	250
East	x	7	3	46	--	--	1	50
Chicago	x							
City Wide	x	22	23	253	18	109	--	127
Daley	--	--	--	--	--	--	--	--
Kennedy-King	x	1	2	35	8	25	1	34
Loop	x	15	10	179	--	--	--	--
Malcolm X	x	3	5	81	0	2	2	63
Olive-Harvey	x	1	2	39	--	--	1	15
Truman	x	7	2	42	--	--	--	--
Wright	x	15	8	60	12	12	2	10
Danville	x	13	21	1,216	--	--	1	1,700
DuPage	x	154	296	3,178	2	14	--	--
Elgin	x	14	29	525	10	15	3	154
Harper	x	--	--	--	--	--	--	--
Highland	x	8	15	180	--	--	--	--
Illinois Central	x	12	32	--	--	--	--	--
Illinois Eastern	x	3	1	60	1	14	1	4
Illinois Valley	x	50	40	1,100	1	30	--	--
Joliet	x	107	38	901	9	39	1	1
Kankakee	x	11	4	447	3	9	--	--
Kaskaskia	x	5	5	558	--	--	--	--
Kishwaukee	x	6	32	329	1	10	1	65
Lake County	x	32	67	1,008	4	66	--	--
Lake Land	x	6	30	444	--	--	1	950
Lewis & Clark	x	4	8	77	--	--	2	77
Lincoln Land	x	60	65	783	2	22	1	19
Logan	--	--	--	--	--	--	--	--
McHenry	x	23	47	975	6	34	1	8
Moraine Valley	x	31	50	2,498	5	--	--	50
Morton	x	5	14	138	1	39	1	78
Oakton	x	18	70	1,240	2	50	2	40
Parkland	x	15	21	333	5	33	--	50
Prairie State	x	5	5	50	--	--	--	
Rend Lake	x	21	22	4,590	1	180	15	375
Richland	x	25	125	972	15	160	2	298
Rock Valley	x	54	101	2,973	12	212	--	--
Carl Sandburg	x	16	1	54	15	51	1	3
Sauk Valley	x	13	3	37	--	--	--	--
Shawnee	x	7	5	72	4	61	1	5
Southeastern	x	8	13	162	1	5	--	--
Spoon River	x	2	2	31	--	--	1	5
State	x	2	2	20	2	15	--	--
Thornton	x	9	10	195	3	45	6	120
Triton	x	11	57	1,056	1	5	4	25
Waubonsee	x	11	44	735	1	10	2	5
John Wood	x	5	12	515	--	--	--	--
District Totals	38	852	1,374	29,328	149	1,868	59	4,633
Mean		21.8	35.2	752.0	3.8	47.9	1.5	118.8
Median		9.0	11.0	187.5	--	--	--	--
FY85 Totals	38	857	1,485	21,994	88	1,507	22	1,242

TABLE 7

ENTREPRENEURSHIP TRAINING AND SERVICES

District/ College Name	WORKSHOPS AND SEMINARS							INDIVIDUALIZED COUNSELING AND MANAGEMENT ASSISTANCE					
	Used EDG Funds to Conduct	Seminars and Workshops Conducted	Seminar and Workshop Participants	Companies Started or Expanded	Jobs Created by These Companies	Companies Retained	Jobs Retained in These Companies	Used EDG Funds to Provide	Persons Received Counseling and Management Assistance	Companies Started or Expanded	Jobs Created in These Companies	Companies Retained	Jobs Retained in These Companies
Belleville	x	15	352	4	18	2	27	x	106	4	14	2	2
Black Hawk	x							x					
Quad	x	30	242	15	22	--	--	x	297	4	13	20	80
East	x	1	9	--	--	1	4	x	21	1	50	1	2
Chicago	x							x					
City Wide	x	134	3,406	--	--	--	--	x	1,011	16	112	--	5
Daley	x	31	692	5	40	2	7	x	904	5	40	2	7
Kennedy-King	x	17	3,759	104	349	72	216	x	376	11	27	43	79
Loop	x	2	128	--	--	--	--	x	8	3	--	--	--
Malcolm X	x	8	101	--	--	1	45	x	122	--	--	1	4
Olive-Harvey	x	7	204	--	--	10	10	x	61	2	3	4	12
Truman	x	13	344	--	--	--	--	x	52	--	--	--	--
Wright	x	6	150	10	28	5	17	x	22	9	12	5	19
Danville	x	71	1,285	--	--	--	--	x	39	--	--	--	--
DuPage	x	32	270	5	17	15	38	x	151	5	17	15	38
Elgin	x	42	126	--	--	--	--	x	144	--	--	--	--
Harper	x	7	75	--	--	--	--	x	39	--	--	--	--
Highland	x	10	100	3	10	--	--	x	20	3	10	--	--
Illinois Central	x	434	7,780	--	--	--	--	x	45	6	150	4	275
Illinois Eastern	x	30	710	--	--	--	--	x	69	6	10	1	25
Illinois Valley	x	2	34	--	--	--	--	x	17	--	--	1	3
Joliet	x	8	84	12	17	2	11	x	267	12	17	1	5
Kankakee	x	12	107	--	--	--	--	x	50	--	--	--	--
Kaskaskia	x	19	393	--	--	--	--	x	77	8	66	1	1
Kishwaukee	x	4	77	--	--	6	--	x	26	3	9	3	17
Lake County	x	4	105	3	6	--	--	x	51	--	--	--	--
Lake Land	x	20	242	--	--	--	--	x	7	--	--	--	--
Lewis & Clark	x	32	546	--	--	--	--	x	98	49	49	10	36
Lincoln Land	x	13	217	--	--	--	--	x	68	10	196	10	146
Logan	x	26	574	--	--	--	--	x	108	--	26	--	--
McHenry	x	8	120	4	93	--	--	x	30	--	--	1	18
Moraine Valley	x	30	429	--	--	--	--	x	94	5	84	--	--
Morton	x	13	221	3	11	--	--	x	19	2	7	--	--
Oakton	x	21	460	--	--	--	--	x	12	--	--	--	--
Parkland	x	22	402	--	--	--	--	x	200	3	40	4	40
Prairie State	x	6	100	--	--	--	--	x	30	--	--	--	--
Rend Lake	x	15	300	3	200	10	100	x	100	20	60	50	300
Richland	x	45	522	--	--	--	--	x	600	--	--	--	--
Rock Valley	x	6	306	--	--	--	--	x	603	19	136	--	--
Carl Sandburg	x	7	405	--	--	--	--	x	85	15	30	2	4
Sauk Valley	x	11	248	--	--	--	--	x	72	2	9	--	--
Shawnee	x	12	754	10	120	--	--	x	125	7	30	--	--
Southeastern	x	10	151	--	--	--	--	x	72	3	9	1	3
Spoon River	x	4	300	--	--	--	--	x	79	3	5	1	13
State	x	4	40	2	15	--	--	x	30	1	2	--	--
Thornton	x	13	199	5	15	10	25	x	8	2	3	2	3
Triton	x	6	180	5	10	5	10	--	--	--	--	--	--
Waubonsee	x	37	390	3	10	2	22	x	149	--	--	--	--
John Wood	x	4	241	--	--	--	--	x	70	3	5	--	--
District Totals	39	1,304	27,880	196	981	143	532	38	6,634	242	1,241	185	1,142
Mean		33.4	714.9	5.0	25.2	3.7	13.6		170.1	6.2	31.8	4.7	29.3
Median		12.5	242.0	--	--	--	--		71.0	--	--	--	--
FY85 Totals	34	902	19,034	42	183	12	60	33	3,322	91	1,043	58	1,061
Mean		23.7	500.9	--	--	--	--	--	87.5	--	--	--	--

Table 8

CONTRACT PROCUREMENT ASSISTANCE TO BUSINESS

District/ College Name	Used EDG Funds to Provide	Total Businesses Served	Firms Receiving Contracts	Contracts Obtained	Dollar Amounts of Contracts	Companies Started or Expanded	Jobs Created in These Companies	Companies Retained	Jobs Retained in These Companies
Belleville	x	5	1	1	$298,000	1	8	--	--
Black Hawk	x								
Quad	x	179	40	86	$7,585,940	5	66	13	414
East	x	--	--	--	--	--	--	--	--
Chicago	x								
City Wide	x	305	6	19	$2,110,000	--	7	1	141
Daley	--	--	--	--	--	--	--	--	--
Kennedy-King	x	317	7	56	$5,500,000	6	28	1	83
Loop	--	--	--	--	--	--	--	--	--
Malcolm X	--	1	--	--	--	--	--	--	--
Olive-Harvey	x	105	2	--	--	--	--	--	--
Truman	--	--	--	--	--	--	--	--	--
Wright	x	46	--	--	--	--	--	--	--
Danville	--	--	--	--	--	--	--	--	--
DuPage	--	--	--	--	--	--	--	--	--
Elgin	x	2	--	--	--	--	--	--	--
Harper	--	--	--	--	--	--	--	--	--
Highland	--	--	--	--	--	--	--	--	--
Illinois Central	x	377	24	81	$10,663,167	--	--	--	1,375
Illinois Eastern	x	106	3	3	$148,000	1	2	2	3
Illinois Valley	--	--	--	--	--	--	--	--	--
Joliet	--	--	--	--	--	--	--	--	--
Kankakee	x	60	3	3	$603,100	--	--	3	40
Kaskaskia	x	4	--	--	--	--	--	--	--
Kishwaukee	x	20	--	--	--	--	--	--	--
Lake County	x	120	2	2	$25,000	--	--	--	--
Lake Land	--	--	--	--	--	--	--	--	--
Lewis & Clark	x	6	--	--	--	--	--	--	--
Lincoln Land	x	1	1	1	--	1	3	--	9
Logan	x	40	1	1	$35,850	--	--	--	--
McHenry	--	--	--	--	--	--	--	--	--
Moraine Valley	x	213	4	30	$224,645	--	--	--	13
Morton	x	35	--	--	--	--	--	--	--
Oakton	--	--	--	--	--	--	--	--	--
Parkland	x	3	--	--	--	--	--	--	--
Prairie State	--	--	--	--	--	--	--	--	--
Rend Lake	x	2	--	--	--	--	--	--	--
Richland	x	170	3	3	$60,000	--	--	--	--
Rock Valley	x	268	1	1	$28,686	--	1	1	1
Carl Sandburg	x	95	10	1	$13,000	--	--	1	5
Sauk Valley	--	--	--	--	--	--	--	--	--
Shawnee	--	--	--	--	--	--	--	--	--
Southeastern	x	118	--	--	--	--	--	--	--
Spoon River	x	16	1	1	--	--	--	--	--
State	--	--	--	--	--	--	--	--	--
Thornton	x	15	--	--	--	--	--	--	--
Triton	--	--	--	--	--	--	--	--	--
Waubonsee	x	190	2	4	$233,184	--	--	2	8
John Wood	x	33	4	15	$11,600,000	--	--	1	50
District Totals	25	2,852	115	308	$39,128,572	14	115	25	2,142
Mean		73.1	2.9	7.9	$1,003,297	0.4	2.9	0.6	54.9
FY85 Totals	22	2,255	43	66	$6,293,194	14	15	6	511
Mean	--	59.3	--	--	$165,610	--	--	--	--

TABLE 9

SMALL BUSINESS INCUBATORS

District/ College Name	Used EDG Funds to Help Establish or Operate	Involved in Researching Feasibility	Helping/Helped Establish Incubator	Provided Services to Existing Incubator	Operated Incubator on Campus	Companies Started or Expanded	Jobs Created in These Companies	Companies Retained	Jobs Retained in These Companies
Belleville	x	x	--	--	--	--	--	--	--
Black Hawk									
Quad	x	--	x	--	--	1	3	--	--
East	--	--	--	--	--	--	--	--	--
Chicago									
City Wide	x	--	x	--	--	--	--	--	--
Daley	x	x	--	--	--	--	--	--	--
Kennedy-King	x	--	x	--	--	--	--	--	--
Loop	x	--	--	--	--	--	--	--	--
Malcolm X	x	--	--	x	--	1	5	--	1
Olive-Harvey	x	x	--	--	--	--	--	--	--
Truman	--	--	--	--	--	--	--	--	--
Wright	--	--	--	--	--	--	--	--	--
Danville	--	--	--	--	--	--	--	--	--
DuPage	x	x	--	--	--	--	--	--	--
Elgin	x	x	--	--	--	--	--	--	--
Harper	--	--	--	--	--	--	--	--	--
Highland	x	--	--	--	x	3	10	--	--
Illinois Central	--	--	--	--	--	--	--	--	--
Illinois Eastern	--	--	--	--	--	--	--	--	--
Illinois Valley	--	--	--	--	--	--	--	--	--
Joliet	--	--	--	--	--	--	--	--	--
Kankakee	--	--	--	--	--	--	--	--	--
Kaskaskia	x	x	--	--	--	--	--	--	--
Kishwaukee	x	x	--	--	--	--	--	--	--
Lake County	--	--	--	--	--	--	--	--	--
Lake Land	--	--	--	--	--	--	--	--	--
Lewis & Clark	--	--	--	--	--	--	--	--	--
Lincoln Land	--	--	--	--	--	--	--	--	--
Logan	--	--	--	--	--	--	--	--	--
McHenry	--	--	--	--	--	--	--	--	--
Moraine Valley	x	--	--	--	x	1	2	--	--
Morton	--	--	--	--	--	--	--	--	--
Oakton	--	--	--	--	--	--	--	--	--
Parkland	--	--	--	--	--	--	--	--	--
Prairie State	x	--	x	--	--	--	--	--	--
Rend Lake	x	--	x	--	--	--	--	--	--
Richland	--	--	--	--	--	--	--	--	--
Rock Valley	x	--	--	x	--	--	--	--	--
Carl Sandburg	--	--	--	x	--	8	65	2	14
Sauk Valley	x	--	--	--	x	2	24	--	--
Shawnee	--	--	--	--	--	--	--	--	--
Southeastern	--	--	--	--	--	--	--	--	--
Spoon River	x	x	--	--	--	--	--	--	--
State	x	x	--	--	--	--	--	--	--
Thornton	--	--	--	--	--	--	--	--	--
Triton	--	--	--	--	--	--	--	--	--
Waubonsee	x	--	x	--	--	--	--	--	--
John Wood	x	--	x	--	--	1	2	--	--
District Totals	17	8	6	3	3	17	111	2	15
FY85 Totals	15	11	5	4	1	41	194	1	3

TABLE 10

EMPLOYMENT, TRAINING, AND JOB SEARCH SERVICES FOR
UNEMPLOYED OR UNDEREMPLOYED PERSONS

District/ College Name	Used EDG Funds to Coordinate or Conduct	Non-Credit Workshops	Participants of Workshops	Non-Credit Courses	Participants of Courses	Persons Receiving Counseling and Placement Assistance
Belleville	--	--	--	--	--	--
Black Hawk						
Quad	--	--	--	--	--	--
East	--	--	--	--	--	--
Chicago						
City Wide	x	9	127	19	211	338
Daley	x	2	49	--	--	--
Kennedy-King	x	2	35	--	--	56
Loop	--	--	--	--	--	--
Malcolm X	x	--	--	--	--	2
Olive-Harvey	x	--	--	15	383	336
Truman	x	--	--	--	--	--
Wright	x	4	180	1	18	35
Danville	x	--	--	3	43	43
DuPage	x	--	--	60	1,024	620
Elgin	x	--	--	--	--	600
Harper	x	6	61	--	--	--
Highland	x	--	--	--	--	150
Illinois Central	x	--	--	--	--	--
Illinois Eastern	--	--	--	--	--	--
Illinois Valley	--	--	--	--	--	--
Joliet	x	--	--	--	--	260
Kankakee	--	--	--	--	--	--
Kaskaskia	--	--	--	--	--	--
Kishwaukee	x	--	--	2	21	--
Lake County	x	28	140	27	405	2,951
Lake Land	--	--	--	--	--	--
Lewis & Clark	--	--	--	--	--	--
Lincoln Land	--	--	--	--	--	--
Logan	x	--	--	1	17	17
McHenry	x	4	29	6	70	135
Moraine Valley	x	--	--	60	634	--
Morton	x	--	--	--	--	34
Oakton	--	--	--	--	--	--
Parkland	x	2	18	4	48	550
Prairie State	x	10	50	--	--	350
Rend Lake	x	--	--	--	--	250
Richland	--	--	--	--	--	--
Rock Valley	--	--	--	x	--	--
Carl Sandburg	x	15	350	22	125	380
Sauk Valley	--	--	13	--	--	--
Shawnee	x	--	--	--	--	63
Southeastern	x	--	--	--	--	15
Spoon River	x	--	--	--	--	--
State	x	--	--	--	--	150
Thornton	x	--	--	17	170	35
Triton	x	--	--	--	--	754
Waubonsee	x	2	134	5	48	97
John Wood	x	--	--	--	--	12
District Totals	26	84	1,186	242	3,217	8,233
FY85 Totals	28	49	1,209	52	736	5,974

ERIC Clearinghouse for
Junior Colleges
DEC 5 1986